

Monday, Feb. 25

I will feel amply repaid.

Permit, however, one word of advice. You have to compete in this trade with the Norwegians, who fully appreciate its importance, and consequently take great pains in curing and packing roe, obtaining thereby a much higher price than has ever been secured for the American product. The reason is that our fishermen have been somewhat indifferent, if not utterly neglectful, about the care of roe, and apparently did not realize that its value is decreased or ruined by being handled with pitchforks, or in any way that results in breaking the ovarian sacs.

The markets of the world cannot be controlled with poor or second-class goods, and the success that Americans have met with along other lines, both in our own and in foreign markets, is due to the fact that they have produced the best material and have carefully studied the needs of the people whom they desired to supply.

I am familiar with many of the difficulties that stand in your way, but surely the business men of Gloucester are not without influence with the fishermen who man their vessels, and your welfare and their's demands that your influence shall be felt, so that all concerned may work harmoniously together for the common good. Think nothing insignificant or unworthy your attention, if it will add even a little to the income from fishery, and especially if it has the possibility of development.

In Grimsby there is a company constituted chiefly of vessel owners, which was originally formed for supplying the fleet with coal and salt, and tanning nets and sails. Organized about twenty years ago, it has gradually taken on the manufacture of various materials required in the fisheries, until now it produces nearly everything needed by a fisherman for himself or his vessel. It is a long step from a pair of socks or mittens for the sea toiler to a first-class engine or boiler for a steam fishing vessel, or equipment for the galley stove. When I say the business of this company in 1898, amounted to more than \$2,000,000, you will have a better idea of what the industry means to Grimsby in furnishing employment to its citizens, and especially to the widows and daughters of fishermen, while, at the same time, this organization of fishery capitalists enables them to reap the profits from manufacturing the materials required, and no doubt results in a harmony of feeling and action in the ordinary conduct of their business that otherwise might not obtain. Is it not possible that something like this can be accomplished here in the not distant future?

In studying the fisheries of Europe I have been struck with the fact that nearly every country prominent in fishery has so-called fishery schools, that, as a rule, are supported by the local or general government. Some of these schools teach boys all that they are supposed to require in the fishery industry, from making or repairing a net to navigating a vessel. Much attention is also given to the preparation of fish products, and especially with reference to certain markets, or the utilization of waste or secondary products. Norway is particularly active along this line, and a gentleman of large experience in the fish trade is continuously employed as an expert in studying the markets of other countries and obtaining all sorts of information which may prove beneficial to the fishing industry of his country.

I personally witnessed many of the experiments in preparing fish products in Norway and partook of them, and I also gained some knowledge of the scope and practical application of their work. Because of this, it is a matter of regret to me that we have nothing of the kind in this country. We have numerous fish commissions, it is true—the national fish commission at Washington, and a fish and game commission in nearly every one of the states of the Union. I will cheerfully concede they are doing good work along the lines in which they are operating. But, although we may heartily commend fish-cultural effort, and may appreciate what science is doing in deep-sea

exploration and the determination of new species, or may see the value of statistics that are gathered, still there remains a wide field unoccupied, wherein there is room for large results, if science can be applied to some of the practical questions that the welfare of the fisheries require to be solved. I speak of the matter as one with rather large experience in fish commission work, although of course the reference is made unofficially, for the reason (if for no other) that the Commission of the State, with which I have the honor to be connected, as you know, is a commission on Inland Fisheries and Game, and by a strict construction, might be considered legally incompetent to deal with questions pertaining to the deep-sea fisheries, whatever their needs may be. I may, however, be permitted to hope that the day will come when the governments of both nation and state will deem it not unwise to attempt something of this kind, although I would advise against waiting for it, and feel it is better, for the present at least, to rely upon self-help and that kind of strenuousness that so well befits a brave old port that for two and a half centuries has never flinched in the face of peril or disaster, whether it was the result of war or the destructive elements of nature.

You have acquitted yourselves like men Gloucester has much to be proud of. Like the ancient Venetians you have builded better than you knew. If you have not reaped millions from watered stock, your constancy and courage are known to all the world. And it is my earnest hope that success may ever attend the fleets that sail forth from your harbor, and that, for the century upon the threshold of which we stand, and for succeeding centuries, Gloucester, like a veritable queen of the sea, may look proudly forth from her granite hills, that she crowns so gracefully upon the fleets coming in from the sea and laying at her feet the ocean treasures that have been gathered by her fearless sea toilers, in actual defiance of storm or calm. May her sons regard her with pride and affection, and account it a privilege to have shared in her glories or misfortunes, and from this day forth may the sun of prosperity shine upon her, and bring her to that proud estate that she should occupy as the great fishing port of a great nation.

### DAILY TIMES FISH BUREAU.

#### To-day's Arrivals and Receipts.

Sch. Vigilant, LaHave Bank, 10,000 lbs. fresh cod, 60,000 lbs. haddock, 10,000 lbs. cusk.  
Sch. Harvester, LaHave Bank, 7000 lbs. fresh cod, 50,000 lbs. haddock.  
Sch. Marsala, LaHave Bank, 10,000 lbs. fresh cod, 45,000 lbs. haddock.  
Sch. Helen G. Wells, LaHave Bank, 8000 lbs. fresh cod, 50,000 lbs. haddock, 7000 lbs. cusk.  
Sch. Estelle S. Nunan, shore, 1000 lbs. fresh cod, 4000 lbs. haddock.  
Sch. Joseph Warren, shore, 1000 lbs. fresh cod, 4000 lbs. haddock.  
Sch. Agnes V. Gleason, via Boston.  
Sch. J. W. Lufkin, via Boston.

#### To-day's Market.

Board of Trade prices: large handline Georges cod, \$3 3-4 per cwt., medium do., \$2 1-2; large trawl Georges, \$3 1-2, medium do., \$2 3-8; handline cod from deck caught east of Cape Sable, \$3 1-2; medium do., \$2 3-8; large trawl bank cod, \$2.75; medium do., \$2.25 large dory handline cod, \$2 7-8, medium do., \$2 3-8.  
Splitting prices, large cod, \$2.00; medium do., \$1.25; snapper do., 40 cts.; cusk, \$1.25; snapper do., 40 cts.; haddock, 75 cts.; hake, 95 cts.; pollock, 60 cts.  
Frozen herring, \$3.50 per hundred weight.  
Off shore large cod \$3.25, market cod \$2, haddock \$2, cusk \$2.

#### Boston.

Feb. 25—Ar. sch. Julia Costa, 40,000 fresh fish.  
Sch. Cynosure, 24,000 fresh fish.  
Sch. Bertha M. Bailey, 10,000 fresh fish.  
Sch. Two Forty, 9000 fresh fish.  
Sch. New England, 35,000 fresh fish.  
Sch. Lettie G. Howard, 12,000 fresh fish.  
Sch. Mary Cabral, 7000 fresh fish.  
Sch. Elsie F. Rowe, 8000 fresh fish.  
Sch. Maud S., 12,000 fresh fish.  
Sch. Addison Center, 12,000 fresh fish.  
Sch. A. S. Caswell, 50,000 fresh fish.  
Sch. Albert Geiger, 9000 fresh fish.  
Sch. Juniata, 43,000 fresh fish.  
Sch. Thomas Brandage, 16,000 fresh fish.  
Sch. Margaret Mather, 60,000 fresh fish.  
Sch. Hiram Lowell, 50,000 fresh fish.  
Sch. Joseph W. Lufkin, 70,000 fresh fish.  
Sch. Jessie, 2000 fresh fish.  
Sch. Acacia, 2000 fresh fish.  
Sch. Braganza, 50,000 fresh fish.  
Sch. Boyd and Leeds, 20,000 fresh fish.  
Sch. Rigel, 35,000 fresh fish.  
Sch. Edna Perry, 5000 fresh fish.  
Sch. Frances Whalen, 65,000 fish.  
Sch. Livonia, 14,000 fresh fish.  
Sch. Evelyn L. Smith, 4000 fresh fish.  
Sch. Grace Darling, 15,000 fresh fish.  
Sch. Mattakesett, 25,000 fresh fish.  
Sch. Ellen F. Gleason, 45,000 fresh fish.  
Sch. Ella M. Doughty, 18,000 fresh fish.  
Sch. Almeida, 17,000 fresh fish.  
Sch. Richard Lester, 13,000 fresh fish.  
Sch. Viking, 7000 fresh fish.  
Sch. A. C. Newhall, 5000 fresh fish.  
Sch. Sylvia M. Nunan, 15,000 fresh fish.

#### Rockport.

Feb. 24—The boats landed 6000 pounds of fresh fish here to-day.

#### Something Like It.

The Gloucester Fresh Fish Co. is handling four large trips here to-day, and it looks like business around the wharf. There is no reason why it should not have been this way all winter. Manager Livingstone would have been only too glad to have had the fish, so also would the other dealers here, and it would have been better all around.